

**From:** Christopher Westfall <cwestfall@pyramidbrokerage.com>  
**Sent:** Thursday, June 27, 2013 12:58 PM  
**To:** Joe Scala  
**Cc:** Steve Foster; Jeffrey Boutelle  
**Subject:** Re: Canajoharie offers

Gentlemen,

Thank you, for the attached document, as discussed, earlier, we will counter at \$800,000. The offer with the highest price, shortest due diligence, and least amount of contingencies will receive preference. I will forward the offers as they come in.

Best,

~ C

**Christopher Westfall**, Industrial Division  
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----- Original Message -----

**From:** [JScala@beechnut.com](mailto:JScala@beechnut.com) [mailto:[JScala@beechnut.com](mailto:JScala@beechnut.com)]

**To:** [cwestfall@pyramidbrokerage.com](mailto:cwestfall@pyramidbrokerage.com)

**Cc:** [sfoster@beechnut.com](mailto:sfoster@beechnut.com), [jboutelle@beechnut.com](mailto:jboutelle@beechnut.com)

**Sent:** Thu, 27 Jun 2013 13:37:04 -0400

**Subject:** Re: Canajoharie offers

Chris,

I have appended hereto a draft contract for review by these potential buyers.

Please advise when you have an offer from a qualified buyer that is ready, willing and able to move forward.

Thanks,



**Joseph C. Scala**

**General Counsel**

**Beech-Nut Nutrition Corporation**

**100 Hero Drive, Amsterdam, New York 12010**

**Telephone: 518-839-0319**

**Facsimile: 518-839-0301**

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Thank you for your cooperation.

From: "Christopher Westfall"  
To:  
Cc:  
Date: 06/27/2013 09:06 AM  
Subject: Canajoharie offers

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Steve and Joe,

I am following up on progress with our purchase contract template and other required docs. As you know we have three buyers anxious to make offers and close quickly, they are only waiting for your purchase offer contract. I roughly calculate that each days delay costs \$2700 in carrying costs, I further fear that the buyers will get frustrated and move on to easier projects. Please advise.

Best,

~ C

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